

Wholesale strategy

Our ambition: METRO is a leader in the food wholesale and distribution sector. We intend to further build on our success alongside our professional HoReCa and Trader customers.

- **sCore growth strategy:** Implementation of the long-term strategy with high growth ambitions through 2030 defined for the group as well as for the METRO countries and delivery specialists.
- **Strategic value drivers:** Increasing customer value through clear wholesale alignment, multichannel and digitalisation for professional customers with a focus on HoReCa and Traders.
- **Strategy implementation:** Wholesale transformation as a significant key enabler for the successful implementation of sCore. Advance of multichannel business model and digitalisation.

On track



Management Board



Dr Steffen Greubel
CEO



Eric Riegger
CFO



Christiane Giesen
COO



Guillaume Deruyter
CCMO

Supervisory Board

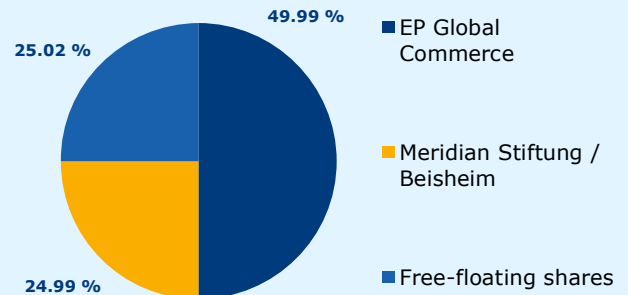
Jürgen Steinemann
Chairman

Xaver Schiller
Vice Chairman

More at: <https://www.metroag.de/en/about-us/supervisory-board>

Shareholder Structure

Based on information provided in the context of the Annual General Meeting 2024



Basic Data of Share

	Ordinary Shares	Preference Shares
Ticker Symbol	B4B	B4B3
Number of shares	360,121,736	2,975,517
Exchange	Frankfurt	Frankfurt

Guidance FY 2023/24 (Sept)

	FY 22/23	FY 23/24
Sales base¹	€30.1bn	3-7%
Adj. EBITDA base^{1,2}	€1,163	€-100 to +50m

Recognitions



Priorities



More at: <https://responsibility.metroag.de/>

¹ At constant currency, constant portfolio
² Adj. EBITDA (guidance view) – EBITDA pre transformation costs, real estate gains.
³ Investments without monetary assets and acquisitions of subsidiaries

Medium-term ambition

	FY 21/22	FY 22/23	Growth target	Ambition 2030
Sales growth (%)¹	21	9	5-10% CAGR	>€40 bn
Adj. EBITDA Growth (%)^{1,2}	17	-13	5-7% CAGR	>€2 bn
Cash Inv.³ (% of sales)	1.4	1.8		<1.5%
FCF (€m)	190	-147		>€0.6 bn
Net leverage	2.3	2.0x		<2.5x

KEY FIN. (€M)	9M 2022/23	9M 2023/24	Change	Change in %
Sales (net)	22.647	22.988	341	1,5%
Adj. EBITDA	909	805	-104	-11,5%
EBIT	644	211	-433	-67,2%
EPS (€)	1,62	-0,13	-1,75	-
Dividend ¹				

¹ Subject to the resolution of the Annual General Meeting.

NETWORK	30.09.2023	30.06.2024	Change
Store & delivery (n° of countries)	32	33	1
Marketplace (n° of countries)	6	6	-
DISH POS ¹ (n° of countries)	4	6	2
Stores (n° of locations)	625	624	-1
thereof delivery OOS ²	529	524	-5
FSD (n° of locations)	76	89	13

¹ DISH POS is a cloud-based all-in-one POS system with solutions for the hospitality industry. The product was developed by POS provider Eijsink. The product has undergone further development and been integrated into the offering of digital DISH tools since it was acquired by DISH Digital Solutions (formerly Hospitality Digital) in March 2022. The system is called Booq in the Netherlands and Belgium.

² OOS refers to the existing METRO location portfolio and includes METRO stores that deliver from the store on the one hand and stores that operate their own depot in the store on the other..

MULTICHANNEL DEV. (€M)	9M 2022/23	9M 2023/24	Change	Ambition 2030
Store-based and other business	17.488	17.124	-363	~1,2 x vs. 2020/21
FSD	5.078	5.743	665	> 3 x vs. 2020/21
METRO MARKETS sales	81	120	39	-
MM. Marketplace sales ¹	126	186	61	>€3 billion

¹ Total volumes of METRO MARKETS platform (and third-party platforms) excluding VAT and after cancellations but before any deductions; includes disposal sales in full



SCORE KPIS (%)	9M 2022/23	9M 2023/24	Change in percentage points	Ambition 2030
Strategic customers sales share	73%	75%	2	> 80 %
Own-brand sales share	21%	24%	2	> 35 %
Stock availability ¹	-	-	-	> 98 %
FSD sales share	22%	25%	3	> 33 %
Digital sales share	11%	14%	2	40 %

¹ Only available for Fiscal Year End period.

INCREASE SALES TO MORE THAN €40 BILLION BY 2030

ADJ. EBITDA TO MORE THAN €2 BILLION BY 2030

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